

## Message Text

UNCLASSIFIED

PAGE 01 BONN 10759 281546Z

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W

-----112775 281708Z /42

R 281533Z JUN 77

FM AMEMBASSY BONN

TO USDOC WASHDC

INFO SECSTATE WASHDC 9391

USMISSION USBERLIN

AMCONSUL DUSSELDORF

AMCONSUL FRANKFURT

AMCONSUL HAMBURG

AMCONSUL MUNICH

UNCLAS BONN 10759

E.O. 11652: N/A

TAGS: BEXP, GW

SUBJECT: ADS REQUEST - HEAT ENGINEERING & SUPPLY CO.,

EL MONTE, CA.

THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY BY THE  
FOREIGN SERVICE POSTS AND HAVE EXPRESSED THEIR INTEREST:

BERLINER FEUERUNGSDIENST

BERLINER STRASSE 142

D-1000 BERLIN 28, GERMANY

CONTACT: HERR GUENTHLER LAHL, OWNER

PHONE: (030) 404-81-82

COMMENT: COMPANY, MAJOR BERLIN HEATING FACILITIES

DISTRIBUTOR, WOULD WELCOME DIRECT CONTACTS WITH SUBJECT

FIRM. BERLINER FEUERUNGSDIENST IS CONSIDERED VERY

RELIABLE AND COMPETENT FIRM. BANK REF.: BANK FUER

GEMEINWIRTSCHAFT AG, AM SCHILLERTHEATER 2,

D-1000 BERLIN 12, GERMANY.

WILL AND HAHNENSTEIN GMBH

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 BONN 10759 281546Z

POSTFACH 100723

D-5900 SIEGEN

CONTACT: HERR ULRICH HAHNENSTEIN

COMMENT: FIRMS CONTACTED INDICATE FRG IS GOOD MARKET

FOR PRODUCTS CONCERNED BUT COMPETITION IS VERY KEEN.

IMPORTED US PRODUCTS SHOULD BE REASONABLY PRICED WITH

SOME TECHNOLOGICAL EDGE. ABOVE FIRM IS PARTICULARLY

INTERESTED IN PROPOSAL AND APPEARS TO BE QUITE  
SUITABLE SINCE IT ALREADY HAS SEVERAL SALES REPRESENTATIVES IN GERMANY AND THE NETHERLANDS.

CHEMICAL INDUSTRY CONTRACTORS GMBH & CO. KG

GELEITSTRASSE 14

D-6000 FRANKFURT/MAIN

CONTACT: DR. J. HEINRICH

PHONE: 0611-610391

COMMENT: DR. HEINRICH INTENDED TO VISIT THE US COMPANY DURING HIS BUSINESS TRIP TO THE US, END OF MAY/EARLY JUNE.

WALTER BURRMEISTER

SEEVESTR. 25

D-2116 HANSTEDT WEIHE 3

PHONE: 4187-6268

COMMENT: FIRM WAS FOUNDED IN 1973. AGENT FOR AIR CONDITIONING SYSTEMS.

FA. INTERTHERM - ELEKTROGERAETE GMBH

HEIZSYSTEME

OSTPREUSSENSTRASSE 89

D-8000 MUENCHEN 81

CONTACT: HERR WOLFGANG BUSCH, OWNER AND MANAGER

PHONE: 089/934047

UNCLASSIFIED

UNCLASSIFIED

PAGE 03 BONN 10759 281546Z

COMMENT: WOLFGANG BUSCH, AN ELECTRICAL ENGINEER BY PROFESSION, FOUNDED THE SUBJECT COMPANY IN 1970. THE FIRM WHOLESALES INDUSTRIAL FURNACES AND INDUSTRIAL HEATING UNITS AS WELL AS CERAMIC PRODUCTS FOR THE ELECTRICAL HEATING INDUSTRY. EMPLOYS ABOUT 45 PERSONS. MR. BUSCH IS INTERESTED IN EXPANDING ITS SALES PROGRAM BY ADDING US PRODUCTS. HE WANTS MORE TECHNICALLY DETAILED INFORMATION. WOLFGANG BUSCH ENJOYS A GOOD REPUTATION AS BUSINESSMAN.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR  
STOESSEL

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 28-Jun-1977 12:00:00 am  
**Decapton Date:** 01-Jan-1960 12:00:00 am  
**Decapton Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01-Jan-1960 12:00:00 am  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977BONN10759  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770230-0998  
**Format:** TEL  
**From:** BONN  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1977/newtext/t19770614/aaaaaloe.tel  
**Line Count:** 106  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** bf4bda75-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION EUR  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 10-Nov-2004 12:00:00 am  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2019969  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** ADS REQUEST - HEAT ENGINEERING & SUPPLY CO., EL MONTE, CA. THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY B  
**TAGS:** BEXP, GE  
**To:** COM  
**Type:** TE  
**vdkvgwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/bf4bda75-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009